THE MIRROR

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ESA Awards \$20,000 in Scholarships to Gifted Students

The Electronic Security Association (ESA) awarded \$20,000 in scholarships to students from Pennsylvania, Arizona, Washington and Nevada as part of the association's annual Youth Scholarship Program. Vivint remained the exclusive program sponsor with a donation of \$10,000 that allowed ESA to increase the prize amounts and expand the awards to include third and fourth place scholarship winners.

Mackenzie McDonald of Erie, PA. received top honors with a first-place scholarship of \$10,000, Justin Hunsaker of Mesa, AZ. won \$5,000 for second-place, Bethany Spatz of Vancouver, WA. took home the third-place \$3,500 scholarship and Quinntana Reid of Las Vegas, NV. was awarded a \$1,500 scholarship for fourth-place.

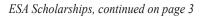
"The police officers and firefighters that protect and serve our communities are true heroes," said ESA President John Knox. "These men and women put their lives on the line every day, and they can never be appreciated enough. Awarding scholarships to these fine students is one of the ways we can thank our deserving public safety partners. "Since the ESA Youth Scholarship Program was created in 1996, the association and its affiliated Chartered Chapters have donated more than \$457,000 in scholarship funds to children of police officers and firefighters.

This year's top-prize winner holds a pristine 4.0 GPA at McDowell High School in Erie, PA. Mackenzie participates in several extracurricular activities and organizations at her school and is an active volunteer within her community. Additionally, she has trained extensively in various types of dance and now serves as an instructor for ballet and jazz at Marguerite's Academy of Dance. Mackenzie plans on acquiring a degree in the medical field and has been accepted to the Massachusetts Institute of Technology. Mackenzie's father is a police officer for the City of Erie.

As part of their entries, each applicant was required to write an essay entitled, "What it means to me to have my parent or guardian involved in securing our community." Mackenzie wrote about her father's passion for his career and influence it had on her character. "My father is the best role model that anyone could ask for," said Mackenzie. "As a result of my father's dedication to public safety and strong moral values, I am the strong, conscientious woman that I am today."

Justin Hunsaker of Mesa, AZ. won first-place in the Arizona Alarm Association Youth Scholarship Program and was awarded the second-place prize in ESA's national scholarship program for his scholastic achievements, essay and community involvement. Justin will soon graduate from Skyline High School with a 4.0 GPA and has become a distinguished leader in his community. Throughout his high school career, Justin was an athlete, a dedicated member of several organizations and lead special projects within his community. This fall, Justin will attend Arizona State University where he plans to pursue education in politics. Justin's father, Jason Hunsaker, is a police officer at the Chandler Police Department. In his application essay, Justin said: "The vow taken by men and women in uniform like my dad transcends a mere contractual agreement of employment: it embodies a spirit of service, a willingness to sacrifice, and a devotion to do good on behalf of those who are utterly in need and can never reciprocate."

The third-place winner and recipient of a \$3,500 scholarship is Bethany Spatz from Vancouver, WA. This summer, Bethany will graduate from Cross-Roads Academy Home School where she earned accolades as a National Merit Scholarship Program Commended Student and the Whole Armor Martial





Mackenzie McDonald -Pennsylvania



Justin Hunsaker - Arizona



Bethany Spatz - Washington



Quinntana Reid - Nevada



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For Editorial and Advertising information, contact:

Jerry Lenander or Daniel Freitas

California Alarm Association

333 Washington Blvd. Ste. 433

Marina del Rey, CA 90292

TEL 800/437-7658 FAX 800/490-9682



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President's Message

Our Palm Springs convention was an even bigger success than usual. The meetings, events and seminars all had record attendance. The meetings and seminars were valuable and the social events were enjoyable. Thanks to all who attended, and to our sponsors, volunteers and staff who made it all happen.

Our next big event is ESX in Nashville. This will be my last meeting as vice president of ESA. My time as an officer of ESA has been informative and enjoyable, and it has helped me to appreciate even more deeply how valuable ESA is to the industry, CAA, and to all the individual members. Programs like National Training School (NTS) and Security Association Risk Retention Group (SARRG) are of huge value to all of us. (You will find information on both of these great programs in this publication.) ESA manages a government relations program at the federal level that is critical



Robert Michel

to the industry. There is a group buying program that can benefit each member. There are professional groups where members can learn and share information with peers. And too much more to list here. But ESX is a fantastic opportunity to learn, and to network with decision makers in all aspects of the industry. I encourage everyone to attend – I promise you will find it a good investment of your time and money.

One more note on ESA: ESA elections are now under way. They are being done electronically this year for the first time. Please go to www.esaweb.org to vote. If you need any help registering, or with any part of the process call ESA at 888-447-1689. The deadline to vote is June 3, 2014. Make your voice heard.

Hope to see you in Nashville. Have a great summer!

Bob Michel

ESA Scholarships, continued from page 1

Arts 2013 Student of the Year. Bethany's father, Joseph Spatz, is a firefighter for the City of Vancouver. This fall, Bethany will attend LeTourneau University in Longview, TX.

Quinntana Reid of Las Vegas, NV. is the fourth-place winner of a \$1,500 scholarship. Quinntana will graduate from Silverado High School with a 4.0 GPA. For the past several years, Quinntana has been a member the National Honor Society and an active volunteer within her community. Brad Reid, Quinntana's father, is a firefighter at the Clark County Fire Department. Quinntana will continue her education this fall, having been accepted to Brigham Young University-Hawaii.

CAA Youth Scholarship Program Winner



Taylor Gator received the top scholarship award in the state from the California Alarm Association at the CAA Palm Springs Convention. Celebrating the \$5,000 award were CAA Vice President Tim Westphal, Deputy Chief Jeff Gater of the San Luis Obispo Fire Department, Cindy Gater, Taylor, CAA Scholarship Chair Sharon Elder, CAA Vice President Cathy Rempel, and CAA President Bob Michel.

THE MIRROR PAGE 3 JUNE 2014

By Harvey Eisenstadt

ASSOCIATES CORNER

The Changing World of Sales

By Harvey J. Eisenstadt

As time marches on we see significant changes taking place in the business world. Technology has not only increased the speed of communication thereby getting our message out to more prospects significantly faster but has also increased our competition and their messages no matter what the environment is for our business. As a result,

in today's business world, the prospect, although being deluged by advertising, promotions and sales pitches, cannot be sold into buying something just because the salesperson was that effective. The buyers of today are more discriminate looking for value and benefits not merely frills and price. In the past, maybe one, two or three decades ago a good salesperson could actually push a prospect into purchasing their product or service. Today, that is not an easily achievable task.

In today's business world the salesperson must truly understand their customer's needs and then address those needs moving the prospect into the position of wanting to buy. The prospect will buy if they recognize that the product or service is the solution to their need. The salesperson's mentality today must be that products or services are bought not sold. To accomplish this you must know the prospects need. So, without being a mind reader how do you accomplish this? You begin with the knowledge of your own products or services and the solutions they provide to the various needs of the prospects that you are trying to penetrate.

When you speak to a prospect, whether it is a cold call or you are following up a lead, the chances are you will not learn immediately what it is that the prospect feels they have an urgent need to address. Most prospects have needs that fall into one of two categories. They have a need that they would like to resolve or they have a need that they must resolve. The salesperson knows their products or services and the different needs that they were designed to resolve. The salesperson's challenge is to gain the prospects interest by presenting the

benefits of their products or services and have the prospect resonate with one or more of their solutions that addresses one or both of these types of needs. The mistake many salespeople make is that they dive into all the wonderful features of their product, service and company before the prospect has even presented a glimpse of their need. This is a sure fire way to lose the interest of the prospect.

The salesperson should develop a simple strategy of delivering benefits and value that would get the prospect to open up and reveal their true concern and where their pain exists. The concept of this strategy is to know the need first and then present only the solutions that address that need. Focusing directly on what is of prime concern to the prospect will get you closer to a sale. There will be times where the prospect will immediately identify their need. To get the prospect to a buying mode provide only the benefits and value of your product or service that addresses that need. Stay focused on that need. It is not smart to start talking about all the other wonderful services you provide. That only tends to dilute the prospects attention to the solution you have recommended for their primary concern.

There may be times where the prospect is not explicit about their needs. Now you have to extract this from the prospect and you accomplish this by talking about how your product or service provides solutions to a variety of common needs relative to that prospects environment. When a benefit or value of the solutions you are presenting resonates with the prospect, to one of their needs, they will be moving closer to buying from you.

In today's selling world you must understand what motivates a prospect to buy and that the salesperson's challenge is to fuel and accelerate that motivation. Bells and whistles and a feature dump is not the answer. Recognition of a need and the benefits and value of a solution to that need is the answer.

Harvey Eisenstadt is a Sales Consultant, Trainer, Speaker, Mentor and Author. Harvey possesses over 45 years of successful sales and sales management experience and is a nationally recognized authority on relationship building. Harvey can be reached at 818-701-7799 or harvey@hjesales.com



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Sales Representative Pacific Coast Region Direct: 678 909 4608 Fax: 678 945 7758 Email: mbrandon@telular.com

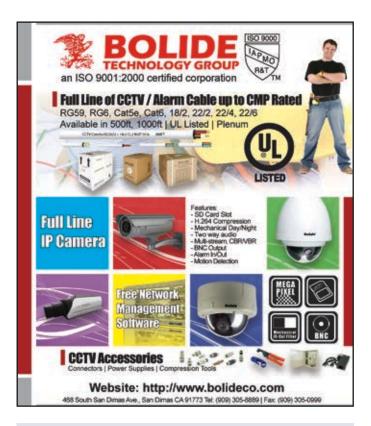
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Networking was on the agenda in the shallow end of the pool at the CAA Palm Springs Convention at the Hilton Palm Springs. Nearly 300 industry leaders attended the three day event and nearly 100 participated in the Western States Golf Tournament.



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NMC's Investment Sets the Bar for Future Monitoring Centers

From its humble beginnings, NMC has experienced tremendous growth over the last 13 years due to a loyal dealer base that recognizes and values NMC's superb service and commitment to the latest in monitoring facilities and technology.

Recently, NMC has reinvested nearly \$6 million to purchase a brand new facility in Lake Forest, California, as well as all new leading-edge monitoring center technologies including hardware, infrastructure, telecommunications and redundancies. This investment represents the future in central monitoring stations, providing NMC's dealers the competitive edge to succeed in the marketplace

The new 25,000 square foot California headquarters also features NMC's Education Center which provides meeting spaces and training facilities for our dealers and their



clients. NMC also operates a fully-staffed redundant monitoring center location in Irving, Texas.

While other monitoring companies may be downsizing or cutting services to stay afloat, NMC has reinvested in its people, facilities, technology and services to serve both current and future dealers and their clients, thereby securing its position as the premier national monitoring company for years to come.

We welcome you to tour the new NMC Lake Forest, California or Irving, Texas monitoring centers. Please contact us to arrange your visit at 800.353.3031 or email us at sales@NMCcentral.com.



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LEGISLATIVE WATCH

PAC ALERT \$30,000 GOAL FOR 2014

By Don Gilbert, Mike Robson, and Trent Smith

The Political Action Committee (PAC) is an important part of the CAA governmental relations program. In past years, CAA has raised more than \$30,000 in its PAC to contribute to business-minded legislators. We want to establish this funding level as a goal for 2014 and encourage CAA members to contribute what they can to reach this goal.

As a reminder, PACs allow citizens with a common interest to join together to participate in the political process. Members of an industry association or employees of a company have an interest in supporting candidates whose philosophy is conducive to creating an environment in which their business can succeed. By donating to the company or association's PAC fund, employees or members help ensure that legislators will be elected who are interested in and responsive to the concerns of the company or industry.

CAA PAC FUND CONTRIBUTIONS

The California Alarm Association has a very strong government relations program that works on the local, state and national level. In addition to the hundreds of hours of volunteer service from our members, we have a CAA PAC Fund which supports our interests in Sacramento.

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Funds can be corporate or personal, although they are not tax deductible. IMPORTANT: Include your name, address, employer and occupation with each contribution.

VISA/MASTERCARD: To make donation with your VISA/ MasterCard call the CAA office at 800-437-7658.ext. 3





ASSOCIATES NEWS

SENTRYNET's 19th Annual Dealer Conference in Tunica, MS drew more than 200 security professionals with their goal, and this







year's theme, to "find their rhythm." The event began with a golf outing followed by a skeet shoot. Members of the President's Club gathered for a Presidential Summit to exchange ideas and best practices for today's changing industry and then gathered at the Hollywood Cafe for the meet and greet. David Avritt, President of SentryNet, joined the musical group "Industrial Rhythm" for a rowdy musical number. Attendees earned CEU's by hearing Industry leaders like Raymond Lynn, Ken Kirschenbaum, Ron Walters and Lou Sepulveda. The tradeshow featured 18 vendors ready for face-to-face conversation and training. Vendors included Titanium Sponsor Honeywell, Platinum Spon-

sors DSC, Linear, and Axis, and Bronze Sponsor Telguard. For more information, visit www.sentrynet.com.

PSR wants you to know that Tauni won the very prestigious Mark Schubert Award last week at the 2014 CAA Spring Convention in Palm Springs. PSR works hard within the association to bring exposure of our lines to all the right people. This award represents the second time someone from PSR has won. Stan Hellman won it in 2006. The award is intended to recognize an Associate Member who volunteers time and resources to support the associations. Each year the Regional Presidents nominate a finalist for the CAA Mark Schubert Award to recognize their support for association programs and activities. The CAA President selects a recipient, and the award includes a \$500 grant which the recipient can designate to any industry program or association. Also, Congratulations to Jen deCamara for winning the National Association of Professional Women's Woman of the Year award.

Sharon Elder
Vice President of Sales
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Whether you are considering selling some or all of your alarm accounts, or not ready at this time, you will benefit from understanding your potential buyers and how to evaluate them. Not all buyers are alike, just as not all alarm dealers share the same objectives. By understanding buyer perspectives, as well as your requirements, you raise the likelihood of a positive experience and a good fit. Learn evaluation considerations and key criteria that will help you select the buyer who will be the best fit for your goals and objectives. For more information, visit **WWW.ALARMCAPITAL.COM**.

FIRE-LITE ALARMS by Honeywell announced its current portfolio of life safety systems has earned seismic certification to International Building Code (IBC) standards, and has met the higher testing standards recently mandated by California's Office of



Statewide Health Planning & Development (OSHPD). The critical building systems protecting "essential facilities," such as hospitals, power plants and transportation hubs, within nearly all levels of seismically-active areas across the U.S. are required to prove continued operation following a seismic event. With few systems listed to IBC and OSHPD standards, dealers offering

seismic-certified equipment have a competitive advantage. Fire-Lite Alarms' full line of conventional and addressable fire alarm control panels, power supplies, plus mass notification and voice evacuation systems, earned IBC and OSHPD seismic certification. A wide range of essential facilities



in varying geographic areas throughout the U.S. require critical systems, such as fire alarms, to not only maintain structural integrity during an earthquake, but also remain operational and continue to carry out their primary functions following a seismic event. Fire-Lite has created seismic kits, comprising more robust enclosures, mounting mechanisms and battery brackets, for dealers to put in-place with control panels to meet the requirements of the IBC and OSHPD seismic certifications. For more information, visit www.firelite.com.

The Virtual Keypad™ App Version 4.0 is a brand new user interface that integrates intuitive tabs and screens for IOS7 and greater

platforms, making it simpler and faster for your customers to navigate their alarm system. "Version 4.0 is a major enhancement to the Virtual Keypad in terms of navigation, user interface and speed of use," said





Vice President of Sales, Mark NeSmith. "With this new look, **DMP** is bringing all of its user interfaces to a similar navigation platform so that your customers will be familiar with the entire suite of options. They simply need to pick any one or all of these gorgeous new interfaces." For more information, visit www.dmp.com or visit booth #417 at ESX Nashville.

DMP now offers the Virtual Keypad $^{\text{TM}}$ browser that allows total



control of security system functions remotely using any web browser. This brand new user interface integrates intuitive tabs and screens, making it simpler and faster for your customers

to navigate their alarm system. For more information, visit www. dmp.com.

 $\ensuremath{\mathbf{SDI}}$ announced the newest member to the SDi family, Lynde

Bailey. Lynde joins SDi with more than 10 years of experience in the fire alarm industry. She has most recently worked with System Sensor as Northwest Regional Sales Manager and has previously worked for several leading manufacturers as well as regional ESD's. In her new position as Mid-West Regional Sales Manager, Lynde will spearhead our expansion and growth in this market and will have a key



role in developing innovative industry initiatives and offerings from SDi. For more information, visit www.sdifire.com.

ADI announced it opened a new branch location in La Vista, NE that will further expand its North American footprint and the first of



a new 'express' store layout. Opening its 100th location signifies ADI's continued success in the security and low voltage industry, and its commitment to providing the best solutions and most convenient service to its dealers. The new ADI Express store provides more dealers with access to the products and tools they need to

build complete systems. "After successfully opening two new branch locations less than two years ago, we are officially ready to continue our expansion efforts. Opening our 100th location and adding a new store design marks a significant milestone for ADI," said Michael Flink, president of ADI Americas. "The shift to a smaller storefront in new geographic markets allows us to expand our reach in a financially responsible way, and we are extremely excited to open our doors at this new location. We look forward to opening several more branches over the next few years." For more information, visit www. adiglobal.com.

NATIONAL MONITORING CENTER, INC. (NMC) will hold a formal open house event on Friday, June 6, 2014 from 4:00 p.m.

to 7:00 p.m. to showcase its new California Headquarter facilities. This invitation-only event will offer cocktails, appetizers and guided tours throughout the evening with the opportunity to meet the



NMC staff. NMC's new 25,000 square foot facility in Lake Forest, CA was designed and built from the ground up to meet the future

Associates News, continued on page 12







ASSOCIATES NEWS, continued

central station monitoring needs of alarm companies nationwide. It features leading-edge monitoring center technologies including hardware, infrastructure, telecommunications and redundancies, as well as the new NMC Education Center which provides meeting spaces and training facilities for dealers and their clients. "We have reinvested in you, our loyal dealers and their customers, to create this one-of-a-kind facility, and we're proud and excited to share this special occasion to demonstrate what the future looks like in central monitoring centers" said Woodie Andrawos, Executive Vice President of NMC. To RSVP for this event, visit www.NMCcentral.com/ OpenHouse.

COMCABLES announced a new partnership with PSA whose members are responsible for more than \$2 billion annually in security, fire, and life safety installations. "We are very excited to add PSA as a strategic partner for our low voltage and structured cabling solutions," says Mike Capulli, Vice President of Sales for comCables. "PSA's partners will benefit from our proven IP cabling solutions as the industry continues to trend towards IP convergence. comCables looks forward to building this partnership and filling a gap in PSA's product offering." "PSA is thrilled to begin our partnership with comCables. Their end-to-end cabling solutions make them a perfect fit in the PSA line card," said Craig Patterson, Director of Vendor Management. For more information, visit www.psaTEC.com or www.buyPSA.com/Vendors.

ADI announced it has launched new websites in Canada and Puerto Rico to help dealers access the products they need, and easily shop and order online at ADI. The new full featured sites offer a friendly user interface and improved navigation so visitors can find the latest information on products, support, services, branch locations, training opportunities, and more. The redesigned Canada and Puerto Rico sites follow a similar platform as ADI's US ecommerce site, and were built to deliver an exceptional customer experience. The improved sites offer product information for more than 100,000 SKUs, and pack a number of powerful features including search filters and sort capabilities, product comparisons, pricing, inventory, delivery options and complete account management. Dealers can shop by product, shop by brand, check out sales and clearance items, take advantage of online specials, explore support and services, learn out about local trainings and branch events, view monthly sales promotion flyers, access product catalogs and more. For more information, visit www.adiglobal.com.

FST21 announced its rebrand to **FST BIOMETRICS** and the company will further concentrate its efforts on its In Motion Identification (IMID) technology. FST Biometrics' products, including

IMID Access, IMID Digital Doorman and IMID Solo, will offer enterprises, campuses, venues and facilities secure access, at the



speed of life. "As our team continues to establish our global presence, I believe this rebrand highlights our commitment to exceptional security and seamlessly convenient access in populated cities around the world. As the global population continues to grow, a need has surfaced for secure access to places, facili-

ties and information without sacrificing one's way of life in lieu of restrictive security measures," stated Major-General Aharon Zeevi Farkash, Founder and CEO, FST Biometrics. For more information, visit www.fst21.com.

SILENT KNIGHT by Honeywell released the SK-F485C Wire to Fiber Converter. Being the first wire to fiber converter to be UL



listed for a non-proprietary line of fire alarm systems and sold over-the-counter at Security Equipment Wholesalers nationwide, allows Silent Knight to offer the ideal solution to large facilities and multi-building campuses seeking non-proprietary fire alarm systems. A fire alarm system run on copper wire underground, between buildings is incredibly susceptible to

lightning damage due to earth ground differentials. The new fiber converter allows one Intelliknight™ addressable fire alarm control panel from Silent Knight to be extended over fiber-optic cable to protect multiple buildings while severely limiting the risk of damages from electrical surges. The adaptable design elements of Silent Knight systems enable them to provide a closer-fit to the fire protection needs of each facility, which can equal big savings in parts and labor. Flexibility in the design of its systems and minimization of wire has been a continued focus for Silent Knight's product development teams, says Loren Schreiber, product marketing manager for Silent Knight. "We've always been unique with 'distributed intelligence' built into power supplies and other s-bus devices to allow you to place them where needed, as opposed to home-running wire all the way back to the main control," Schreiber explains. For more information, visit www.silentknight.com.

iBridge Messenger® is a complementary iBridge Connected Home notification service for new and retrofit Gemini Systems accounts. This new service offering to iBridge Connected Home for use on new and retrofit Gemini Alarm Systems, gives dealers new SMS/MMS messaging and event-triggered alert and live video

Associates News, continued on page 14



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alert notifications capability to offer accounts who want to remain connected and in control of their fully connected home. iBridge Mes-



senger provides dealers' accounts live video alert notifications and it provides VGA-quality video of the premises in 20FPS clips (and recordings). NAPCO began in remote services a decade ago with its iSeeVideo remote video product and this offering captures that technology and integrates it within iBridge. Live embedded Video Clip/ Video Alerts are sent to the accounts' phones (MMS) along with a

video alert text message (SMS). iBridge Messenger users could get a Pool Gate Open Alert SMS text message, followed by live video alert, where they see their selected triggered events unfold as they happen without bothering to login elsewhere. For more information, visit www.napcosecurity.com.

iBRIDGE CONNECTED HOME DEALER PROGRAM

debuted at an informative and spirited reception at ISC West. Several hundred dealers and integrators attended the standing room only

event in the Venetian Ballroom off the show floor. The unique Dealer Program was created to help dealers take advantage of this rapidly growing, RMR-building category of services, quickly spreading via mainstream news and media outlets. The Dealer Program



includes: Advantageous, custom, iBridge leading edge product and services, preferred multi-tier pricing discounts, sales & technical training, turn-key marketing materials for print and online, advertising co-op fund, exclusive lead-gen program, support hotlines, annual meeting & awards, and more. Event attendees learned all about the latest in Connected Home Technology and the marketplace, and seemed particularly interested in competitive offerings, and how to incorporate them in their company's business & seize the explosive new game-changing RMR & sales opportunity. Dealers also saw how to tap into integrated marketing and social media to enable local companies to outcompete goliath cable & telco providers and even leverage their mass TV/ad campaigns locally. For more information, visit www.napcosecurity.com/napco sales.

NAPCO SECURITY TECHNOLOGIES, INC., announced the promotion of Brandt Phillips to Commercial Fire and Security Director of Sales for the country. In Phillip's new role at Napco, he'll

Associates News, continued on page 16















Join the Connected Home Revolution for new RMR. We'll Show You How

Today, everyone's trying to stay connected to their home & family. Why? They're never home: There's work, the kids, the pets, dad's, etc., all pulling in different directions. That's why there's iBridge. The easy remote services you provide your eager accounts, to bridge where they are and where they'd really like to see or be, 24/7, while providing *real* home security & more...video, home automation &/or energy management.

No keypad required! Less equipment makes it more affordable.

Our Free iBridge App makes your accounts' fav smart phone or tablets a whole house remote control. Just one bus-mount Z-Module does the rest; giving any Gemini System, old or new, broadband- and Z-Wave connectivity. iBridge's Award-Winning WiFI touchscreen is purely optional - making you more competitive. Using standard Z-WaveTM Devices, we typically get twice the range, so it's more reliable & easier to install. Without rolling a truck, you can service, edit and configure from your own smart device. Then, all backs up to the Cloud; names, custom scenes, scheds., triggers.

Offer any or all iBridge Connected Home Services, for great new RMR, now including SMS/MMS Text and Live Video Notifications.

Choose: Remote Security System Control; HD Streaming Video (live & stored); Energy Management &/or Z-Wave Automation, i.e., lighting, appliances, thermostats, even locks. Add new iBridge Messenger Text Notifications with live video alerts, too. These game-changing services will make your security accounts easier to close, retain and far more lucrative.

Ask About New Turn-Key iBridge Connected Home Dealer Program.

Let us show you how to get started & provide everything you'll need. Yes, Really! Ask your Napco sales rep 1-800-645-9445 or take a free class near you or online, register at www.napcosecurity.com/seminars. Or, for info visit us www.napcosecurity.com/ibridge



ASSOCIATES NEWS, continued

have a Commercial Systems Solutions focus in fire and intrusion systems, combining multi-technology addressable, conventional



and UL-Commercial Grade wireless fire and burglary devices, as well as new wireless and networked communication options, and remote systems management. To contact Brandt Phillips, Napco Security Technologies, Commercial Fire & Security Director of Sales, with any questions, requirements or training needs relating to Napco Commercial Fire & Security solutions, he can be reached directly at bphillips@napcosecurity.com.

CONTINENTALACCESS, a division of Napco Security

Technologies, Inc., released new CA3000 version 2.9 software, that

offers a host of many new sought-after features including; the ability to run the CardAccess 3000 and associated applications as WindowsTM services and the ability to control access to the CardAccess GUI using Lightweight Directory Access Protocol (LDAP). New CA3000 v2.9 also includes many enhancements to the existing features, providing the front-end of Napco Fusion, it is the complete seamless interoperable



solution for Gemini Intrusion & Fire Systems, Access Control, Video and Wireless Locks. The CardAccess 3000 version 2.9 software also provides additional support for sister division, Alarm Lock's Trilogy Networx locks, now in both cylindrical and mortise models, with the utilization of a Door position contact and Request To Exit (RTE) button feature. Continental offers training classes across the country and free online webinars, as well as retrofit rebate programs and cost-saving software upgrade plans. For more information, visit www. cicaccess.com/solutions.

ALARM LOCK, a division of Napco Security Technologies, Inc., announced that its Trilogy Networx Wireless PIN and Prox



Access Locks & Keypads are now integrated with Lenel OnGuard® Integrated Access Control & Video Security Platform. As a Lenel OpenAccess Alliance Program Partner, Alarm Lock products were fully-tested and certified by Lenel's Quality Assurance Department for use with OnGuard v6.6 and 6.5. Integrated capabilities include configuration of wireless

locks for card and PIN-based access control, viewing access control events and status via Lenel OnGuard interface, restricting user to

specific areas at specific time, adding / removing or modifying user Access levels, setting access control modes for areas and defining access schedules and holidays. For more information, visit www. alarmlock.com.

HONEYWELL POWER announced that the IPGSM-4G Commercial Fire Alarm Communicator is now compliant with NFPA



72 2013 requirements for sixty-minute supervision. Reducing the amount of service calls due to maintenance communication troubles is a key benefit of using the IPGSM-4G as a sole path solution for commercial fire monitoring. Supervising at longer intervals will help reduce trouble conditions and minimize unnecessary and costly visits to customer sites. The sixty minute supervision feature will also help reduce service calls from trouble conditions that occur when the

IPGSM-4G is configured to communicate over IP only and is experiencing momentary network outages. For more information, visit www.honeywellpower.com.

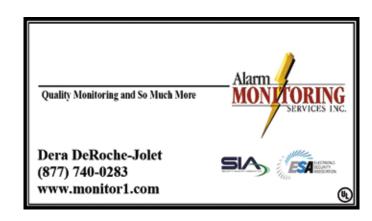
FIRE-LITE ALARMS by Honeywell announced the release of the Remote Telephone Zone Module (RTZM), designed to provide authorized users remote access to send out emergency notifications through a facility's Emergency Command Center (ECC) system via

any phone. Secure system access and simple menu options, ensure facility managers and security officials get appropriate emergency information and instructions to building occupants quickly – in real-time. "Everyone has a cell phone on them today," said Richard



Conner, marketing director for Fire-Lite Alarms. "It's secure and the phone menu is straightforward, so there's little room for user error when deciding what message to send and to where." The ECC's phone menu offers simple options, which enables callers to make the right choices quickly to broadcast live voice messages or a pre-programmed alerts to all or specific areas within a building. The phone menus can be in English, Spanish, French or Portuguese. "We want to offer customers beyond what code requires to keep their facilities safe," Conner exclaimed. "The RTZM's unique call-in feature also offers dealers a competitive advantage, allowing them to spec something no other system offers." For more information, visit www. firelite-ecc.com.







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http://www.sentrynet.us/conference/cruise

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ESX Luncheon Features Louisiana State Fire Marshal

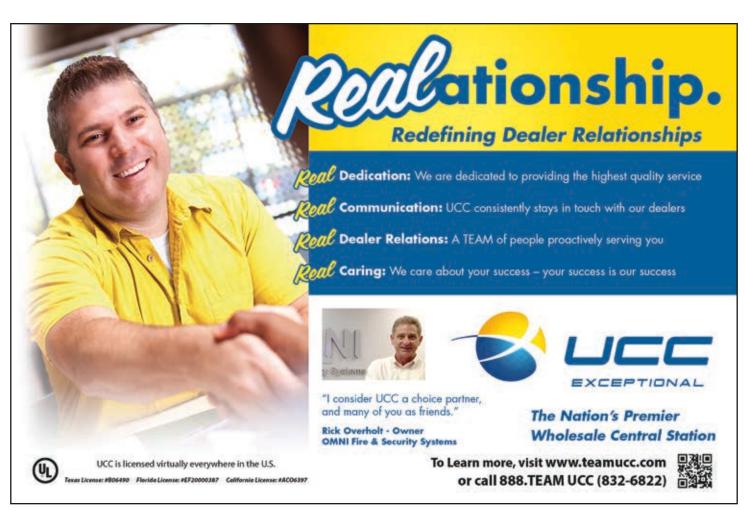
The Electronic Security Expo (ESX) announced Louisiana State Fire Marshal and president-elect for the National Association of State Fire Marshals (NASFM), H. "Butch" Browning, Jr., as its featured speaker for the Industry IceBreaker Luncheon on June 24 at at the Music City Center in Nashville. The lunch celebrates the security industry's connection with public safety, and includes presentations for the Electronic Security Association Youth Scholarship Program, the Security Industry Alarm Coalition (SIAC) William N. Moody Awards, the Police Dispatch Quality (PDQ) Awards, and the Central Station Alarm Association (CSAA) Five Diamond Marketing Marvel designation. The Industry IceBreaker



Luncheon is sponsored by Security Sales and Integration and Anixter.

"We're thrilled to have Fire Marshal Browning presenting at the annual Industry IceBreaker Luncheon," says George De Marco, ESX Chair. "His experience in public safety, coupled with his leadership character, his dedication to enhancing life safety standards, and his focus on growing the relationship with the electronic security industry, will ensure for a thought-provoking and enlightening presentation."

"I'm looking forward to sharing my public safety experiences and vision for the future of fire safety with the audience at ESX," he says. "Both the fire services and the industry share common public safety values and goals, and it's crucial that we continue to develop and grow the relationship." For more information visit www.esxweb.org.







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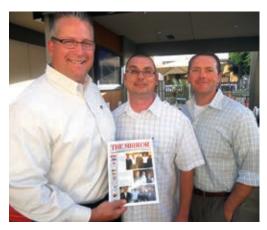
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Where in the World Is THE MIRROR?

Are you travelling with THE MIRROR? Paris? London? Chicago? Take a photo and email it to info@caaonline.org with description and identification.



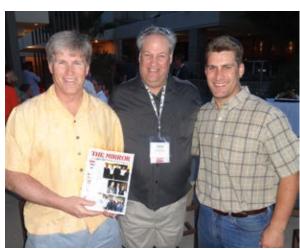
Tom Donahue, Mitch McGill and Barry Bailey of Bay Alarm catch up with THE MIRROR at the CAA Palm Springs Convention.

THE MIRROR brought together Troy Guerrero, Dan Walker and Christian Brandow of Interlogix at the CAA Palm Springs Convention.





Parents Claudette and Ed Michel and Grandpa Bob Michel helped Bobby Michel get a grip on the industry news with THE MIRROR at the CAA Palm Springs Convention.



Gene and Grant Jordan of Advanced Security Engineering cash in on the industry news in THE MIRROR with CAA Treasurer David Michel (center) of Valley Alarm.



Jeremy McLerran of Qolsys with Allison Morris of Alarm.com, Scott Johnson of Monitronics and Nate Natale of Alarm.com spread the news of THE MIRROR at the CAA Board of Directors Welcome Reception at the CAA Palm Springs Convention.

CAA Scholarship judges
Lilianne Chaumont of
Chaumont Law Group
and Bob Jennison of
Post Alarms and CAA
Scholarship Chair
Sharon Elder of National
Monitoring Center
look for results in THE
MIRROR.





Christian Brandow of Interlogix, Marc Benson of SIA, Lisa Bradshaw of Anixter and Chuck Petrusha of Advanced Security Systems at the CAA Palm Springs Convention.



CAA Past President Jon Sargent with Peter Saar of Safe Side Security with THE MIRROR at the CAA Palm Springs Convention.



ISC Events Senior Vice President Ed Several is fired up about THE MIRROR at Reed Expoheadquarters.

Elizabeth
Lasko and
Steve Doyle
welcomed Jon
Sargent of Tyco
International
Security and
THE MIRROR
to the CSAA
History
Museum.





2014 CAA PALM SPRINGS CONVENTION



Nearly 300 industry leaders attended the CAA Palm Springs Convention.



Morgan Hertel of Rapid Response, Laura Knight of Keep Your IP and Colette Came with Came Security Alarms.



Mary Beth Shaugnessy of ISC West reported on the record-breaking event in Las Vegas and thanked the CAA for the extraordinary partnership they have had for more than 15 years.



Dori Ribak of RBTec with Scott Crown and Steve Eisenstadt of Professional Sales Representatives volunteered to be food tasters at the CAA Palm Springs Convention poolside dinner.



More than 70 vendors displayed the latest products and technology at the Gala Opening Reception.



The CAA Palm Springs dance party rocked the Hilton Palm Springs at the poolside dinner.



Jeremy Jimenez, Sylvia Jimenez, Debbie Swanson, Devin Swanson, and Richard Jimenez of IE
Alarm Systems practiced their jazz hands at the CAA Palm Springs Convention.



GLASAA
President Bill
Collins with
CAA Lifetime
Member
Harvey
Eisenstadt.



CAA Past President George Gunning with Harvey Eisenstadt, CAA Past President George Weinstock, Rick Gombar, Bob Jennison, Bill Post and Steve Eisenstadt at the CAA Palm Springs Convention poolside dinner.



San Luis Obispo Fire Department Deputy Chief Jeff Gater with AZAA Executive Director Susan Brenton, CAA scholarship winner Taylor Gater and his mother Cindy at the CAA Palm Springs Convention.



Dan Greco, Matt Westphal and Ryan Steiger of Bay Alarm, CAA Past President Jon Sargent and John Hopper and Dennis White of UCC at the CAA Board of Directors Welcome Reception in Palm Springs.



CAA Past President George Gunning of USA Alarm Systems welcomes former LAPD Detective Brad McGrath and Canada's former Deputy General of Immigration and Citizenship Marilyn Viger to the CAA Palm Springs Convention.

THE MIRROR PAGE 23 JUNE 2014



Nearly 100 golfers played in the Western States Golf Tournament at the Escena Golf Club during the CAA Palm Springs Convention.



Sponsor Brett Henderson of Vivotek welcomed nearly 100 golfers during the CAA Palm Springs Convention event.



Boomer Henry Laik of AES Intellinet joined Rich Cowan, Joe Goodman and Chuck Watkins for the Western States Golf Tournament.



Steve Brackett of ADI with Angel Guerrero of Tyco, Burt Aylesworth of ADI and Edward Zachar at the golf event.



Vaughn Wells and Dustin Evans of Tri-Ed with John Linares and John Bejar of Ace Security at the CAA Western States Golf Tournament.

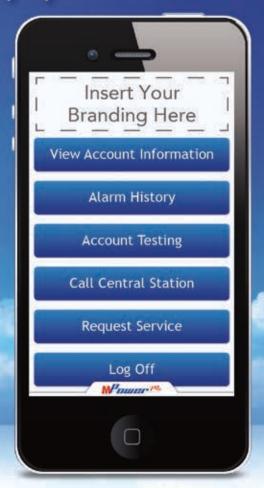


The GLASAA group put their best foot forward at the CAA Palm Springs Convention including Charles Schwager of BPSD along with Ed Michel, Bob Michel and Bill Young of Valley Alarm.

Grant Jordan
of Advanced
Security
Engineering
and CAA
CPA Charles
Schwager
discovered that
they used the
same stylist for
the Western
States Golf
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ESX Chair George De Marco with wife Julie and Luca, Lauren and Nick demonstrate their best boot scooting boogie at the CAA Palm Springs Convention.



Ron and Georgia Lander of Ultra-Safe Security and Char and Ronn Alonso of Yuasa Battery opened the poolside dinner party with jazz hands.



Anthony, Gina, Dylan and Reese Franco of Post Alarm enjoyed the poolside dinner at the CAA Palm Springs Convention.



Dan Walker of Interlogix, Dave Lyons of System Sensor, Jon Sargent of Tyco International Security, Peter Saar of Safe Side Security and Rick Gombar of Gombar Insurance Services



CAA Associate Director Sam Aviles with SIAC's Steve Keefer, CAA Past Presidents John Hopper and Matt Westphal and RAA President Sean Cooke.



CAA Past President Jon Sargent photo-bombed Gavin Roos, Sean Cooke, Justin Davic, Ben Martinez and Debbie Padilla at the CAA Palm Springs Convention poolside dinner.



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INDUSTRY NEWS

NEST®, TIMEWARNER AND DROPCAM® TAKE THE STAGE

AT ESX: The popularity of smarter security systems and controls for homes and businesses is extending unique opportunities to the electronic security industry. It's creating a fresh perspective and producing innovative products and services that are changing the competitive landscape. The ESX Rise & Shine Breakfast on June 26 at 8:00 a.m. will welcome a diverse group of companies that can speak first hand to these opportunities, as Adam Mayer, vice-president of IntelligentHome for Time Warner, Gene LaNois, General Manager of Pro Channel at Nest®, and Doug Bieter, Vice President of Sales for Dropcam® take the stage.

"ESX strives to attract the movers and shakers in the industry each year," says George De Marco, ESX Chair and moderator for the session. "I am thrilled to share the stage with these companies and look forward to a meaningful discussion on the challenges and opportunities that every security professional needs to know." The ESX Rise and Shine Breakfast is sponsored by Qolsys and Security Systems News. For more information, visit www.ESXweb.com.

The **CMOOR GROUP** and **SECURITYCEU.COM** have received CEU approval for their online courses on the state level in California, Tennessee, Mississippi, and Alabama. They also have pending approval status in more than a dozen other states and should be bringing these and more states on board soon. "It's a fact that jobs are going to those with certifications and making sure our courses are approved on both the national and state level gives our students the upper hand in obtaining the position they want," stated Connie Moorhead, president of the company. For more information, visit www.cmoor.com and www.SecurityCEU.com.

ALARM DETECTION SYSTEMS, Houma, LA, has been acquired by ASG Security of Beltsville, MD. Alarm Detection Systems has been built the old fashioned way, one custom system after another. ASG Security is one of the largest and most respected alarm companies in the U.S. and is building up its base of operations in Louisiana. Ralph Masino ASG's CFO said that "this is a great fit for us. The customer base has been a part of Alarm Detection Systems for years. Their Technical and Sales staff will help to grow the company as it has in the past." Important to Reuben and Dianne Williams of Alarm Detection Systems, is that their employees would remain and grow with the new entity." Assisting Alarm Detection Systems was Steve Rubin of Davis Mergers and Acquisitions Group.



CAA Associate Director Sam Aviles of Fire-Lite thanks keynote presenter Fernando Keller of the Department of Homeland Security for his presentation at the CAA Palm Springs Convention.



Tauni Wallace of PSR received the 2014 CAA Mark Schubert Memorial Award presented at the CAA Palm Springs Convention in recognition of her extraordinary support of the association programs. Presenting the award were SAAA President Rich Whitlock and CAA President Bob Michel. The award includes a \$500 grant for industry programs sponsored by ISC West.







ESA Past President Bart Didden and wife Missy with CAA and ESA Past President George Gunning and Mary Beth Shaughnessy of ISC West at the Board of Directors Welcome Reception at the CAA Palm Springs Convention.







Exhibit Hall: November 19-20, 2014 SIA Education@ISC: November 19-20, 2014

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PUBLIC SAFETY NEWS

In an article in The Bowling Green News on May 2, 2014, on fire alarm response to Bowling Green University, Stephen Meredith, the fire chief for the City of Bowling Green, discussed the cost of response to fire alarms at the campus. Meredith said the only time they charge the University for response is when the alarm was intentionally set off with the plan to evacuate a building. "We would much rather respond to 100 false alarms then to not respond to a real fire," he said. If a fire alarm is caused by hairspray use or burnt popcorn that is not considered intentionally setting off an alarm, Meredith said

Security Industry Alarm Coalition (SIAC)

Visit www.SIACinc.org for alarm management resources for alarm companies, law enforcement and public safety policy development officials. Resources include model ordinance, ECV information and alarm school materials.

Security Industry Alarm Coalition

SAN DIEGO SECURITY ASSOCIATION

San Diego Security Association

By Sean Hamm, President

2014 SDSA MEETINGS

- ♦ August 28 SDSA Day at the Races Del Mar ♦ Sept. 16....... SDSA General Meeting........San Diego
- ♦ Dec. 11 SDSA Holiday Bash.....San Diego

City of San Diego Permit Process

The San Diego Security Association and SIAC have been working cooperatively with the City of San Diego to assist with their fire alarm program, and now their burglar alarm program. The police are requesting alarm companies to submit their active burglar, panic and holdup alarm customer lists to the San Diego Police Department. The preferred method is to send your excel customer list electronically by email to Hilda Gonzalez-Reed at hgonzalezreed@pd.sandiego.gov. If you have any questions please contact Hilda Gonzalez Reed at hgonzalezreed@pd.sandiego.gov or 619-531-2247.

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www.tristarmonitoring.com





REDWOOD ALARM ASSOCIATION

Sean Cooke, President scooke@allguardsystems.com 800-255-4273

The last Redwood Alarm Association meeting was held on Wednesday, May 28, 2014. President Sean Cooke welcomed the guest speaker, Shane Clary, Ph.D., Vice President, Codes and Standards Compliance at Bay Alarm Company. Shane has been in the alarm industry for 40 years and has served as Chair and/or member of numerous committees with NFPA, UL, State of CA and just about every association within our industry. His topic, "Changes to the NFPA 72 2013 Code", was very well received and provided for many questions and a lively discussion. The next meeting is set for October 22, 2014. Located at Johnny Garlic's in Windsor starting at 11:30 a.m. If you have any questions or want to participate in the Redwood Alarm Association please contact Chuck at 707-443-6366 or visit www. redwoodalarmassociation.org.

2014 RAA MEETINGS

♦ Oct. 22...... RAA General Meeting Windsor

For more information regarding RAA, its membership and participation, please visit www.redwoodalarmassociation.org or contact Sean Cooke at scooke@allguardsystems.com or 800-255-4273.



INLAND EMPIRE ALARM ASSOCIATION

By Holley Hunt, President

IEAA is a professional association of alarm companies and leading industry specialists, focusing on bringing together the best resources possible for the mutual benefit of all members and associates. It is our goal to bring knowledgeable people together as a resource to better protect your business and your customers' safety. Please make time to come out and be a part of what I believe is the future of the alarm industry in California. Professional, Beneficial, Informational.

2014 IEAA MEETINGS

- ♦ Sept. 18...... IEAA General Meeting Riverside ♦ Nov. 20...... IEAA General Meeting Riverside
- If you would like to attend a meeting or if you have a desire to get involved, then please join us or call 800-559-9060.

IEAA Membership

If you would like to become a member, or have any suggestions on ways to increase our membership, please us a call at 800-559-9060.





All meetings are held at Fiorillo's Restaurant – Santa Clara, 638 El Camino Real, Santa Clara, CA 95050. Please RSVP to info@caaonline. org or call the CAA office at 800-437-7658, Ext. 3.

SVAA 2014 MEETINGS

\Diamond	July 23	General	Meeting	Santa	Clara
\Diamond	October 22	General	Meeting	Santa	Clara

SVAA Information

If you are not on our e-mail list please contact Mark Simpson at 408-882-4260 or msimpson@rfi.com. It is so important to get involved with your local associations now more than ever and to keep up to date on all the new information.



GOLDEN GATE ALARM ASSOCIATION

By Gary Lowndes, President

2014 GGAA MEETINGS

- ♦ August 14..... GGAA General Meeting San Francisco
 ♦ Nov. 16 GGAA General Meeting San Francisco
- For further information, contact Gary Lowndes at 650-574-1077 or g.lowndes@hueandcry.com.



GGAA President Gary Lowndes presented the regional CAA scholarship award of \$1,500 to Stephanie Joe, whose father William works for San Francisco Sheriff's Department, along with CAA Associate Director Sam Aviles.



East Bay Alarm Association

By Mike Salk, President

2014 EBAA MEETINGS

\Diamond	July 8	General	Meeting	 Richmond
\Diamond	Sept. 9	General	Meeting	 Richmond
\Diamond	Nov. 11	General	Meeting	 Richmond

Our General Meetings are held at Chevy's, 3101 Garrity Way, Richmond. The meetings start at 11:30 a.m. For further information contact EBAA President Mike Salk 510-652-2477. RSVP to 800-437-7658, Ext. 3 or info@caaonline.org.



GREATER VALLEY ALARM ASSOCIATION

By Joe Castro, President

2014 GVAA MEETINGS

- ♦ July 10...... GVAA General Meeting...... Stockton
- ♦ October 9..... GVAA General Meeting....... Stockton

Our meetings are held at Custom Electronic Supply, 1324 Dupont CT, Manteca 95336 and they will start at 11:30 a.m. GVAA meetings are held on the second Thursday of every third month (once a quarter) at the above location. Please contact Joe Castro at 209-384-3305 or by email at josephc@alarmwatch.com for more information.



GREATER VALLEY ALARM ASSOCIATION – FIRST PLACE \$1,500: Mackenna Sullivan received a CAA Scholarship award of \$1,500 from the GVAA for her essay on how her father, Patrick Sullivan of the Ceres Police Department, helps secure the community.



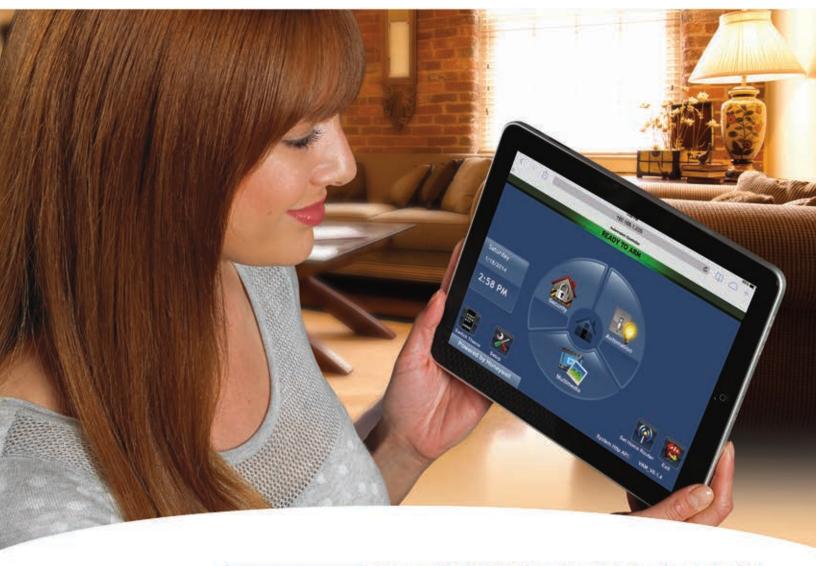
Alarm installers are you moving your customers from 800 Dial-Up to IP?



Introducing the only secure IP address forwarding service made just for the alarm industry. Get all the features you enjoyed with 800 Dial-up such as number ownership and on demand forwarding. Let **Keep Your IP** give you the peace of mind of knowing that as your business grows and merges into the new Internet IP based world, you will be able to direct that growth as you desire.

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VISTA Automation Module



Honeywell Total Connect* Video

Honeywell's VISTA® Automation Module puts opportunities at your fingertips. Millions of them.

Honeywell's breakthrough VISTA Automation Module (VAM) lets you put the connected home experience within the reach of more consumers than ever, at a price point that can't be beat. With VAM, VISTA users can control their security systems, cameras, lighting, thermostats, locks and shades—and receive email notifications—on the same mobile devices they use every day. You can also offer them the same amazing functionality anytime, anywhere with Honeywell Total Connect™ Remote Services. And, with millions of VISTA control panels already installed, VAM is the ideal solution for upgrades and account retention.

Coming Soon!



GLASAA

Greater Los Angeles Security Alarm Association

By Bill Collins, President

I just returned from San Bernardino where I attended the Inland Empire Alarm Associations Scholarship presentation dinner. It's always great to see these great kids receive their scholarship checks. The IEAA winner Abby Lentz scored over 2000 on her SAT's, and wrote a beautiful essay.

Our GLASAA scholarship presentation meeting will take place on June 17 and has been relocated to The Castaway in Burbank due to construction at the LA Police Academy. This is my favorite meeting of the year. All the countless hours that I and my fellow GLASAA Golf Committee members put in all becomes worth it at this meeting. We will be hosting our 2nd place winner Allie Barnett and her family.

It was great seeing so many of my friends and colleagues in Palm Springs a few weeks ago at the CAA Spring Convention. We had a very productive regional presidents meeting as well as a great general session. We got to honor our CAA State Scholarship winner Tyler Gater from San Luis Obispo who joined us along with his folks, Jeff and Cindy. One of the highlights for me was spending time with the Gater family and getting to know them a bit. As it turns out Jeff and I grew up in the same city and graduated from crosstown rival high schools just a few years apart, it really is a small world. The other highlight for me was the Friday night party. I was fortunate enough to be able to sing a duet with the supremely talented Julia Bogen from COX in Phoenix, the girl is amazing. And big props to Dana Scroggins and Dan Van Hart who both rocked it out of the park. As usual Jerry and his crew did a stellar job and staged a fantastic event, big thanks to all of you.

Plans and preparations are underway for our GLASAA Harbor Cruise which will take place on August 12. Stay tuned for more info coming soon. Sponsorships are coming in for the 8th annual GLASAA Golf Classic, as always this event will Sell Out so get your entries in early. I look forward to seeing you all at The Castaway in Burbank on June 17.

GLASAA MEETINGS 2014

♦ June 17....... GLASAA General Meeting.... Burbank
 ♦ Aug. 12...... GLASAA Harbo Cruise Marina del Rey
 ♦ Oct. 2...... GLASAA Golf Tournament... Moorpark
 ♦ Dec. 9...... GLASAA Holiday Party Los Angeles

GLASAA Meetings and Events

Please visit our website at www.glasaa.org

New members are always welcome at GLASAA. Every company in our industry should really think about coming to our meetings. We always have great people and informative topics. This is a fantastic opportunity to mingle with your peers and industry experts, to discuss what's going on in the business.

GLASAA and its members continue to support the extremely important work of the CAA and ESA.

Contact GLASAA at 888-826-9149 or through the web at www. glasaa.org if you would like to contribute by serving on a committee.

Bill Collins GLASAA President wc3215@att.net



Jim Anderson, Francis Chung and Phil Raacke of San Marino Security with Chuck Landfried of Private Security at the CAA Palm Springs Convention closing breakfast.

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ASSOCIATION CONTINUE CONTINUE

ORANGE COUNTY ALARM ASSOCIATION

P.O. Box 2149, Newport Beach, CA 92659 800-339-1420 www.alarmassociation.org

By Steve Maris, President

2014 OCAA MEETINGS

♦ June 12 OCAA Golf Tournament...... Orange
 ♦ Sept. 17 OCAA General Meeting Orange
 ♦ Nov. 19 OCAA General Meeting Orange

For more information on Alarm School, please contact:

Irvine Police Department

Cristine Gaiennie, Regulatory Affairs Supervisor 949-724-7066, cgaiennie@cityofirvine.org

CITY OF IRVINE PERMITS

The City of Irvine requires all alarm users to register their systems with a no fee permit. Alarm users may obtain an alarm permit application at the Irvine Police department website at www.irvinepd.org. The City also offers quarterly Alarm Awareness Classes to help defray the cost of false alarm fines. For more information about the City's alarm program you can contact the Alarm Coordinator at 949-724-7066. Classes are 9 a.m. - 10 a.m. and fee is \$15.

For information contact:
Cristine Gaiennie
Regulatory Affairs Supervisor
Irvine Police Department, 949-724-7066
cgaiennie@cityofirvine.org

For more information about OCAA activities, contact the OCAA office at 800-339-1420 or email OCAlarmAssoc@aol.com. Visit our new website at www.alarmassociation.org for meeting information and registration forms, training opportunities, members list and a whole lot more.



Dana Scroggins

Regional Sales Director Western U.S. and Western Canada

Contact

Tel: (800) 966-7839 ext.124 Cell: (951) 249-5414

dscroggins@optexamerica.com

Richard Ramos

Territory Sales Manager Northwestern U.S. / Western Canada

Contact

Tel: (800) 966-7839 x 147 Cell: (909) 560-7969 rramos@optexamerica.com

Corporate Headquarters

13661 Benson Ave., Chino, CA 91710 USA

Tel: (800) 966-7839 Fax: (909) 628-5560 www.optexamerica.com



The Mid Cal golf tournament has been set for Monday, November 17, 2014. This year, proceeds from the tournament will benefit the Fresno Sheriffs Department as well as the Marjaree Mason Center.

For those of you who are not familiar with the Marjaree Mason Center, it is a nonprofit center located in Fresno that provides shelter, counseling, legal assistance, and a variety of education opportunities for women and children who are victims of domestic violence. This center plays such an important role in protecting and educating those who are suffering from domestic violence in the Fresno community and really needs our support.

MID CAL GOLF TOURNAMENT

The Second Annual Mid Cal Golf Tournament will again be held at the Fort Washington Country Club in Fresno. We will be holding another Sunday Night Dinner the night before the tournament. Last year's Sunday dinner was held at an Italian restaurant and was a great time with a lot of delicious food. So if you missed out last year, be sure to sign up and join us this year! The day of the tournament, we will provide breakfast, lunch, and dinner.

Sign ups for sponsorships, teams, and golfers are now available so be sure to sign up early! Last year the tournament sold out quickly so don't miss your opportunity to join us. When you

reserve a premium sponsorship early, we will feature your company name(s) on all of our promotional emails and ads as our premium sponsor(s). If you have any questions or would like to reserve your spot, please contact Vanessa at vanessa@firstresponse-monitoring. com or directly at 559-448-7507.

2014 MID CAL MEETINGS

- ♦ August 7 MCAA General Meeting Fresno
- ♦ Nov. 17 MCAA Golf Tournament...... Fresno







SACRAMENTO AREA ALARM ASSOCIATION

Sacramento Area Alarm Association 3491 Park Drive Suite 20-234 El Dorado Hills, CA 95762-4549 www.sacalarm.org

By Rich Whitlock, President

In a notice that was given to the S.A.A.A. on May 5, we were advised that "Due to a decrease in police staffing and an increase in calls for service, the Chico Police Department will be changing the way it responds to automated alarms in the City of Chico. Beginning June 15, 2014, the Department will no longer respond to unconfirmed automated alarms. An "unconfirmed automated alarm" is any active



Davin Roos joined TMS to take the house down at the CAA Palm Springs Convention golf event with Dawn Smith, Tim Sproul and Darrell Fazekas.

Sigifredo Ruiz Territory Sales Manager (702) 528-8985 cell sruiz@dsc.com

John Kaloper Territory Sales Manager (949) 870-0480 jkaloper@dsc.com

Cyndie Powers

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3301 Langstaff Road, Concord ON, Canada L4K 4L2 www.dsc.com by non-human means, which has not been confirmed as valid by either a security guard or other responsible party at scene, or through video confirmation of a break-in." The S.A.A.A. immediately informed the C.A.A. and S.I.A.C. All three parties attended the Chico City Council meeting on May 20, and a Citizen's Police Advisory Committee meeting May 21. As of the writing of this article, I do not know the outcome. Please check the next issue of the Mirror, or contact me for more details.

A representative from each of the 11 Regional Chapters was recognized at the CAA Summer Convention in Palm Springs. We would like to congratulate all of the regional nominees. The S.A.A.A. Treasurer, Tauni Wallace with PSR, was presented the prestigious Mark Schubert Award. Tauni has been the core of our regional association. Having the privilege of working closely with Tauni, the board and members of the S.A.A.A. could not be more proud of her.

We are very happy to announce that the Sacramento River Boat Cruise is sold out. This event is designed as an opportunity to network with your peers, dance, win raffle prizes, maybe have an adult beverage and enjoy the river. Current Regular S.A.A.A. members and those who join prior to June 5th will receive two free tickets. Attendees / Dealers can contact one of our sponsors for tickets...if they have any left.

We would like to thank our generous sponsors who have committed their support:

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2014 SAAA MEETINGS

\Diamond	June 19	Boat Cruise	Sacramento
\Diamond	July 24	Customer Service Forum	Sacramento
		Life Style vs. Life Safety	
	_	Fire Forum	
\	December 11	Holiday Party	Sacramento

RSVP is required for these events! Call 800-437-7658 ext. 3 or email info@caaonline.org.

We hope that this coming year you make a commitment to get involved with your Association and aid us in continuing to grow, communicate, prosper and leave a legacy for future generations. We have all benefited from the efforts of those who have participated before us and your current board hopes you will help them build on the foundation our predecessors have provided.

2014 Training and Education Calendar

June 3 - 4 Fire-Lite Systems Seattle, WA www.firelite.com

June 3-6
ASIS Effective Management for
Security Professionals
Executive Education
Madrid, Spain
www.asisonline.org

June 5 Fire-Lite Software Applications Seattle, WA www.firelite.com

June 11 ASIS How to Protect a Company's Perimeter Webinar www.asisonline.org

June 17 The Readiness Factor 2014 Ventura, CA www.hainessecuritysolutions. com

June 24 CAFAA Basic Fire Alarm Burbank www.cafaa.com

June 25 CAFAA Documentation & Recordkeeping Burbank www.cafaa.com

June 26 CAFAA Understand the 2013 Changes to NFPA 72 Burbank www.cafaa.com

July 14-15 ASIS Executive Protection Long Beach, CA www.asisonline.org

July 14-17
ASIS Managing Your Physical
Security Program and Advanced
Topics
Long Beach, CA
www.asisonline.org

July 16-17 ASIS Security Program Design A Critical Infrastructure Protection Model Long Beach, CA www.asisonline.org

July 22 - 23 Fire-Lite Systems Orange County, CA www.firelite.com July 24 Fire-Lite Software Applications Orange County, CA www.firelite.com

Hayward www.cafaa.com July 29 - 30 Fire-Lite Systems

CAFAA Smoke Control

July 29, 2014

July 29 - 30 Fire-Lite Systems Salt Lake City, UT www.firelite.com

July 30, 2014 CAFAA Understand the 2013 Changes to NFPA 72 Hayward www.cafaa.com

July 31, 2014 CAFAA Fire Alarm System Electrical Code Requirements Hayward www.cafaa.com

July 31 Fire-Lite Software Applications Salt Lake City, UT www.firelite.com

August 20 ASIS Critical Infrastructure Protection from A Private-Security Perspective Webinar www.asisonline.org

August 26 - 27 Fire-Lite Systems Memphis, TN www.firelite.com

August 26 Fire Alarm Testing & Inspection Roseville

August 27 Fire Alarm Plan Review Roseville www.cafaa.com

August 28 Fire Alarm Electrical Code Requirements Roseville www.cafaa.com

August 28 Fire-Lite Software Applications Memphis, TN www.firelite.com

September 3 Tri-Ed Road Show Austin Roadshow Holiday Inn Austin Midtown www.tri-ed.com September 9
CAFAA Basic Fire Alarm
Pechanga
www.cafaa.com

September 9 - 10 Fire-Lite Systems Spokane, WA www.firelite.com

September 10 CAFAA Fire Alarm Plan Review Pechanga www.cafaa.com

September 11 CAFAA Smoke Control Pechanga www.cafaa.com

September 11 Fire-Lite Software Applications Spokane, WA www.firelite.com

September 16 CAFAA Evolution of the National Fire Alarm Code Ontario www.cafaa.com

September 17 CAFAA Understanding NFPA 101 Fire Alarm Requirements Ontario www.cafaa.com

September 18 CAFAA Fire Alarm System Testing & Inspection Ontario www.cafaa.com

September 23 -24 Fire-Lite Systems Burbank, CA www.firelite.com

September 25 Fire-Lite Software Applications Burbank, CA www.firelite.com

September 30-October 2 ASIS Gaming and Wagering Protection Las Vegas, NV www.asisonline.org

October 7 Tri-Ed Road Show The Hyatt North Houston www.tri-ed.com October 7 - 8 Fire-Lite Systems San Jose, CA www.firelite.com

October 9 Fire-Lite Software Applications San Jose, CA www.firelite.com

October 14
CAFAA Understanding the IBC
Fire Alarm Requirements
Ontario
www.cafaa.com

October 15 CAFAA Understand the 2013 Changes to NFPA 72 Ontario www.cafaa.com

October 16 CAFAA Carbon Monoxide Detection Ontario www.cafaa.com

October 20-22 ASIS Video Surveillance Applications and Advances Las Vegas, NV www.asisonline.org

October 23-24
ASIS Cloud Computing:
Security's
Transformation Technology
Las Vegas, NV
www.asisonline.org

October 27-28
ASIS Corporate Investigations
How to Conduct Proper and
Effective Internal
Investigations
Denver, CO
www.asjsonline.org

October 28 - 29 Fire-Lite Systems Portland, OR www.firelite.com

October 29-30 ASIS the Investigative Interviewing Method Denver, CO www.asisonline.org

October 30 Fire-Lite Software Applications Portland, OR www.firelite.com

November 4 - 5 Fire-Lite Systems Dallas, TX www.firelite.com

November 4 CAFAA Fire Alarm Plan Review Tulare www.cafaa.com

November 5 CAFAA Fire Alarm System Testing & Inspection Tulare www.cafaa.com November 6, 2014 CAFAA Understand the 2013 Changes to NFPA 72 Tulare

www.cafaa.com

November 6 Fire-Lite Software Applications Dallas, TX www.firelite.com

November 12 Tri-Ed Road Show Burbank Roadshow Los Angeles Marriott Burbank Airport www.tri-ed.com

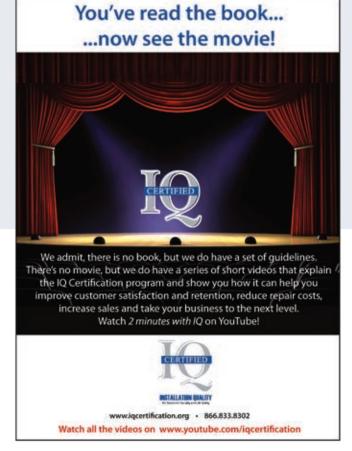
December 2 - 3 Fire-Lite Systems Las Vegas, NV www.firelite.com

December 4 Fire-Lite Software Applications Las Vegas, NV www.firelite.com

December 4 Potter Seminar Tri-Ed Seattle 253-395-3930 www.tri-ed.com

December 11 Counter Day - Speco Tri-Ed Sacramento 916-928-5766 www.tri-ed.com





Does Anyone Have Any Ideas or Opinions?

By Dera Jolet

Everybody has an opinion. They just might not voice it to the right audience. That makes everyone the loser. The very reason you have



an industry association is to encourage participation from your peers and hear out their thoughts. Most meetings should include some give and take and some interaction of ideas and opinions. The result should be a constant betterment of the industry. If the only reason you have an association meeting is to put out a fire or to hear a select few speak, then you're better off not having a meeting or association at all.

Everyone at a meeting should know that

he or she can freely speak and that his or her ideas and opinions will be taken seriously, even if not everyone agrees. Everyone must be able to participate without any fear of ridicule or reprisal. That kind of meeting is always the most productive, creative and successful because it allows ideas to surface, followed by conversation, disagreement and finally general agreement or at least a decision.

If I walk into a room full of angry people, I feel the tension. If I join a group celebrating, I feel the excitement. When I walk into a funeral home, I feel the sadness.

It's no different with an association meeting. When industry issues are hot, everyone is tense and congregates at the meetings with fury. If you arrive angry, tense and suspicious, you'll meet with silence. If you arrive happy, relaxed and friendly, you'll meet a room full of talkers. When industry issues are resolved, everyone relaxes and quarterly meetings are sparsely attended. Your association needs you to participate always and with an open mind.

Set an Example. As a business owner and a leader in your field, all eyes are focused on you and your actions. Attend meetings in your region and participate. What you do and how you respond to different situations will provide you with the respect of your peers. Express your ideas and opinions and be willing to accept criticism of your ideas. Differences of opinions are natural.

Be Sincere. Be yourself. You will be well respected by your peers for your positive participation and willingness to hear the opinion of others.

Keep an open mind. Enter the meeting with a desire to learn and hear new ideas.

Smile and be friendly. A smile is contagious. Remember the Cheers tune, "Sometimes you want to go where everybody knows your name and they're always glad you came." Enter the meeting, walk in with a smile and greet each other with a friendly hello. Yes, the membership is your competition, so what! Our industry is filled with wonderful, bright, amazing people. You just might get a terrific idea to grow your company.

Avoid dominating the conversation. Make sure everyone has a chance at equal time. When one dominates the meeting, ideas won't flow.

Don't embarrass your peers into changing their opinions. Never humiliate a peer into holding their tongue.

Avoid Interruptions. As the saying goes, "Do unto others as you would have them do unto you." Being polite will encourage people to participate.

Don't get personal. No matter how strongly you disagree with someone, don't stoop to personal comments.

Ask the right questions. The goal of questioning should be to get people to feel comfortable expressing themselves fully and honestly. The only question that should require a yes or no answer is a vote. Avoid being condescending or hostile. Be sure your questions are clearly phrased and easily understood.

Give credit and thanks where it's due. Associations are run by its membership. The new board is listed in your calendar, please call them, give your opinions and ask if you can assist them. In Louisiana, our association is lucky to have Gwen Clavelle, a charming young woman, who makes the job of Board of Directors and its Committee Chairman look easy and keeps the association flowing smoothly.

Pay attention to the meeting. Know what's happening and deal with it. Nothing is more frustrating for the audience then to have to

repeat the conversation for someone who was clearly not paying attention to the issues at hand.

Let the membership take advantage of your talents. The association is only as good as its membership's participation. Get involved!

Everyone has an opinion and, yes, that can lead to disagreement. Disagreement is bound to generate a few emotions and maybe some ruffled feathers, but it can also generate some creative ideas. It's up to you to advance the industry by getting involved, by participating in the meetings. Don't be afraid to find out what your peers think. If you don't know, it might be time to attend a meeting.

Dera Jolet Alarm Monitoring Services, Inc. www.monitor1.com



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admin@nevadasecurityassociation.org



By Larry Folsom, President **2014 NSA MEETINGS**

At our meeting on May 14, ESA's Michelle Yungblut spoke to members about many benefits that membership in the association brings. Members learned about programs available to association members such as: SARRG industry specific insurance, Security Industry Recruiting Center, Member Savings Program and more. Michelle also spoke about the National Training School and all that it has to offer. The NTS classes create employees with certifications recognized nationwide. The NTS stays up to date on any changes to NFPA, IBC and IFC codes so that students get the most up-to-date information. Association members get discounted rates. The NSA plans to work with Michelle to implement NTS classes in Nevada.

After the whirlwind of ISC-West came to our hometown of Las Vegas, we reflected on the many successes of our involvement there. The NSA teamed up with the Las Vegas Security Chiefs Association and Western States Associations to hold a Public Safety Luncheon attended by over 200 people. We presented our 2014 Youth Scholarships to a moved audience. First place for the 2014 NSA Youth Scholarship (\$2,000) went to Quinntana Reid, daughter of Clark County Fire Engineer Brad Reid. Our second place winner (\$1,500) was Nicholas Meyer, son of North Las Vegas Firefighter Joseph Meyer. The LV Security Chief's Association members were so impressed by our Youth Scholarship winners that they offered additional scholarship money to the two bright students on the spot!

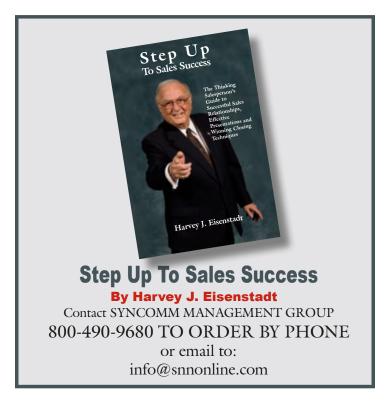
We are very proud to note that Quinntana Reid went on to earn fourth place in ESA's national scholarship competition, which brought her another \$1,500! This was the first national winner from Nevada! The NSA is very proud to help the children of first responders in our community with their goals in higher education.

2014 NSA MEETINGS

June 4 General Meeting Las Vegas June 18 Members Only Meeting Las Vegas

September 10 General Meeting/ Board of Directors Elections Las Vegas November TBD Holiday Party & Scholarship Fundraiser Las Vegas

Member meetings take place at: Marilyn's Café at the Tuscany, 255 E. Flamingo Rd, Las Vegas, NV 89169. They start at 6:00 pm. Look for our 2014 meeting and events schedule on our website www.nevadasecurityassociation.org.



ARIZONA ALARM ASSOCIATION



2158 N. Gilbert Rd., #116 Mesa, AZ 85203 Ph: 480-831-1318 www.azalarms.org

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Surprise Alarm Ordinance in Arizona

The new ordinance in Surprise, AZ takes effect May 1, 2014. The ordinance is available at www.surpriseaz.gov. For questions please contact Duane Fletcher at 623-222-4282 or email questions to duane.fletcher@surpriseaz.gov or harold.brady@surpriseaz.gov.

ARIZONA 2014 MEETINGS

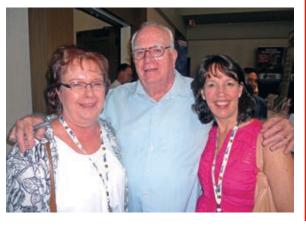
June 12	"Extreme Perimeter Protection," Tucson, AZ
July 15	New Alarm Licensure Legislation Update, Flagstaff, AZ
August 21-23	Annual Convention, Scottsdale, AZ
October 9	"Video Alarms," Tucson, AZ
November 13	"Conversation with an Ex-Convict," Tucson, AZ
December 11	Annual Holiday Party, Tucson, AZ

For information on meetings, please contact the Arizona Alarm Association at 480-831-1318 or suebrenton@aol.com.



AZAA Executive Director Susan Brenton and President Maria Malice with Helen Gunning of USA Alarm Systems at the CAA Palm Springs Convention.

AZAA Executive Director Susan Brenton with ESA Past President George Gunning and Marcy Beth Shaugnessy of ISC West at the CAA Palm Springs Convention.



OREGON BURGLAR & FIRE ALARM ASSOCIATION

PRESIDENT



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BILL GLASBRENNER

By Dimitri Begeor

OBFAA MEETINGS

June 17NFPA72 Fire Changes October 7.....IP Video Surveillance 101

Meetings are Noon - 1:30 p.m. at the Fairfield Inn 6100 SW Meadows Rd, Lake Oswego, OR 97035. Sandwiches can be ordered for \$10 each. Please contact the OBFAA for more information.

OBFAA LOGOS

Decals showing the OBFAA logo are great for your company vehicle and they will be distributed as members who pay their dues. There are extra's if requested.

PUBLIC SAFETY AGENCY MEMBERS

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- Oregon City Police
- Portland Police Alarms Administration
- Tigard Police Dept. Alarm Unit
- · Washington County Sheriff's Office

OBFAA Membership

If you are not a member of your state's alarm association, join now. We can only make a greater impact, with greater numbers, and your involvement is vital to the growth of your local association and the industry as a whole.

Dimitri Begeor 503-630-8961 800-722-0364 ext. 8961



ESA OF UTAH



358 South 700 East B # 602 Salt Lake City, UT 84102 385-229-2120 FAX 801/282-9507 www.esautah.com

of Utah - formerly Utah Alarm Association

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ESA of UTAH 2014 Meetings

ESA of Utah Annual Conference — September 16-19

NEW MEXICO ELECTRONIC SECURITY ASSOCIATION



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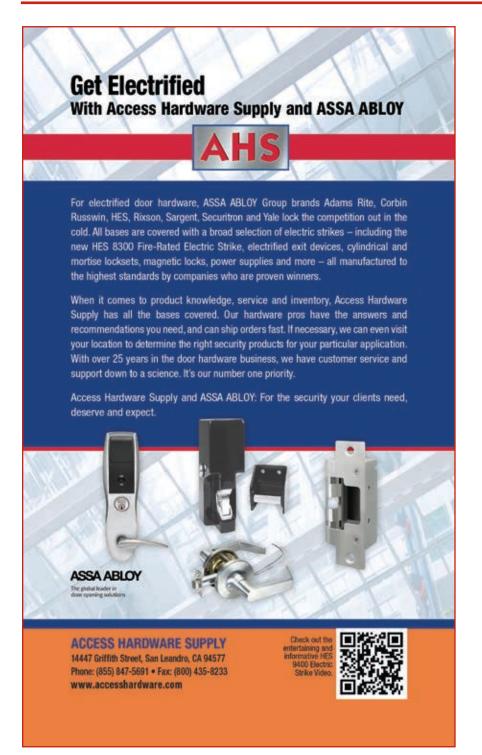
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COLORADO 2014 MEETINGS

July 26.......SIAC Update - Glen Mowery October 8...."Pre-employment Issues"







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phone 310-821-7309 fax 800-490-9682 www.waesa.org info@waesa.org

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206-328-3288
swoodman@washingtonalarm.com

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Ron Haner, Alarm Center, Inc. 360-456-1441 ron@alarmcenterinc.com

APPRENTICESHIP PROGRAM

Executive Director Stella Mcdonald stella@waesa.org

By Margaret Spitznas, President WAESA

Renton Fire Department Procedure

Renton is adopting a fire inspection procedure that will be similar to the procedure followed in Seattle. This includes using generic Red, Yellow and White tags on the fire panels While Renton is in the process of writing up detailed procedures, they are asking that you start using the tags as they are used in Seattle, If you have any questions, please contact the Renton Fire Marshal's office.

Please visit www.waesa.org for a calendar of events.

If you are a member and would like to link your website, please contact the WAESA office info@waesa.org.

WASHINGTON APPRENTICESHIP PROGRAM

We have a great apprenticeship program which is valuable to both employers and employees. It is dedicated to training apprentices in all phases of the electronic life safety, security and systems industry. The recruitment, selection, employment and training of apprentices during their apprenticeship shall be without discrimination because of race, sex, color, religion, national origin, age, disability or otherwise specified by law. We encourage the application of female and minority apprentices. For more information contact Stella McDonald, Training Director at stella@waesa.org

ESA of Washington 2014 Meetings

June 10	.WAESA Sale	es Tax Meeting	Kent, WA
July 8	.WAESA Ann	ual Golf Tournament.	Redmond, WA
Sept. 17-18	.WAESA Con	ference/Tradeshow	Spokane, WA

Bethany Spatz, whose father Joseph Spatz is a firefighter for the City of Vancouver, WA, received the top award from ESA of Washington and received \$1,500 for placing fourth in the national ESA Youth Scholarship Program.



TEXAS BURGLAR & FIRE ALARM ASSOCIATION

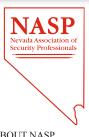


Texas Burglar & Fire Alarm Association P.O. Box 59982 Dallas, TX 75229-1982 TEL 877-908-2322 www.tbfaa.org

ExecutiveDirector@tbfaa.org Brad Shipp, Executive Director 385-229-2120



NEVADA ASSOCIATION OF SECURITY PROFESSIONALS



ABOUT NASP Nevada Association of Security Professionals

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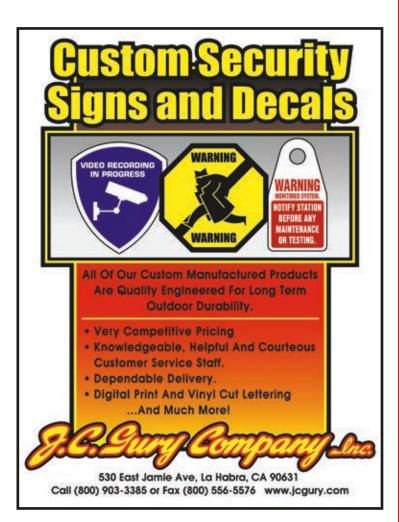
SERGEANT AT ARMS

Jackie Vye ADI - Reno

Any inquiries regarding the Nevada Association of Security Professionals can be directed to Scott Wulforst from Stanley Convergent Security Solutions 775-287-8110.

Please contact me if you have any questions.

Todd Harrington 775-852-3555 tharrington@rfi.com





Jeanne Michel of Valley Alarm and Jon Sargent of Tyco International Security delivered THE MIRROR to the United States Senate during ESA Day on Capitol Hill.



Jeanne Michel and Jon Sargent visited the Capitol Club in Washington, DC with THE MIRROR.





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www.alarm.org
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Charles (Dom) D'Ascoli dom@smnet.net

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Electronic Security Association SECURE+ Initiative

The Electronic Security Association www.esaweb.org (ESA) web presence helps consumers find the most qualified and trustworthy professionals for their home safety and automation needs. The website, www.SecurePlusweb.org showcases ESA member companies who have joined the SECURE+ Initiative. These companies install security systems, along with lifestyle-enhancing features, such as remote control of lighting, air conditioning and heating, making their customers' lives not only safer, but simpler, more energy-efficient and more convenient. For more information about the SECURE+ Initiative, go to ESAweb.org or contact the ESA Member Service Center at 972-807-6801.

ESA Member Buying Program

The ESA Member Buying Program, designed to save you and your company significant amounts of time and money, now offers collective buying power through our Buying Group Alliance, made up of more than 250,000 businesses. ESA members are seeing immediate value and reporting an average of 20% savings. "We are thrilled to deliver another valuable member benefit to ESA member companies and their employees. Members taking advantage of this program may be able to pay for their ESA membership many times over by saving significant money on products and services they already buy," said Knox. Electronic Security Association members can register for the ESA Member Savings Program by going to www. esaweb.org.

Security America Risk Retention Group

Security America Risk Retention Group (SARRG) is an insurance company developed by the ESA and administered through Marsh Insurance. Security America RRG was formed in 2003 to provide affordable and stable insurance coverage exclusively to ESA member companies. Security America RRG offers general liability including errors & omissions insurance specifically tailored to meet the needs of electronic life safety, security, and systems professionals throughout the country. Domiciled in Vermont, Security America RRG is registered in all 50 U.S. states. For information visit www. securityamericarrg.com, call 866-315-3838 or e-mail info@securityamericarrg.com.

NTS Expands Online Courses

The ESA National Training School has expanded its catalog of online training courses including technician and business management courses. For information, visit www.esaweb.org.



WBFAA UATC APPRENTICE TRAINING PROGRAM

WBFAA BOARD OF DIRECTORS

The officers and board of the WBFAA are made up of the following industry people.

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www.WBFAA.net





WBFAA UATC Apprentice Class Set for August

The WBFAA UATC Fall 2014 first semester apprentice course will begin August 2014! Visit www.WBFAA.net for information or call the WBFAA UATC at 800-809-0280. Class is open to employees of member companies who are have an apprentice registered with the State of California.

CERTIFICATION – FIRE/LIFE SAFETY TECHNICIAN - RENEWAL

For Fire/Life Safety Technicians with 4,000 hours of work experience, the state law requires them to be certified by passing the state exam. The renewal application is posted at www.dir.ca.gov/das and the state does not send out reminders. For information on the Electrician Certification Program visit www.dir.ca.gov/das and follow the links.

The WBFAA UATC has certification prep material available to member companies of the WBFAA UATC. If you are a member and would like the material, please contact the WBFAA UATC at 800-809-0280 or email info@wbfaa.net.

CSLB Enforces Zero Tolerance

The Contractors State License Board (CSLB) issues legal action against any C-10 Electrical contractor who willfully employs an uncertified electrician to perform work as an electrician. CSLB is legally required to open an investigation and initiate disciplinary action against the contractor (which may include license suspension or revocation) within 60 days of receipt of a referral or complaint from the Department of Industrial Relations' Division of Apprenticeship Standards (DAS). Labor Code Section 3099.2 stipulates that anyone who performs work as an electrician for C-10 Electrical contractors shall hold an electrical certification card issued by DAS; DAS is required by Labor Code Section 3099.2 to report violations to CSLB. Learn more about electrician certification by visiting the Division of Apprenticeship Standards website. www.dir.ca.gov/DAS/Electrical-Trade

WBFAA UATC Offers Online Continuing Education

The WBFAA UATC is offering an online continuing education program for electronic security systems technicians with nearly 100 hours of course offerings. Registered technicians with member companies will have access to 18 hours of online courses annually at no fee. In addition, registered technicians will have access to courses offered in physical classrooms and can submit third-party training for certification for renewal of the state Fire/Life Safety Certification card. For more information, visit www.wbfaa.net or www.wbfaatraining.net.

WBFAA UATC Invites Membership

Assented member companies register all fire alarm technicians in the program and pay a monthly fee of \$25 per technician. The apprentice program and course, prep material for certification and continuing education courses are provided at no additional fee. In addition, member companies who contribute to public works training trust funds to the WBFAA receive a \$.15 per hour credit for registered technicians. For complete information, visit www.wbfaa.net or call the WBFAA UATC at 800-809-0280.



WBFAA UATC Trustee Dr. Nan Snow was induced into the California Apprenticeship Hall of Fame at ceremonies in San Diego. Pictured is WBFAA UATC Consultant Arthur Webster and DAS Chief Diane Ravnik.



Dr. Nan Snow and the other inductees were applauded for their work on behalf of growing apprenticeship programs in California.



WBFAA UATC Secretary-Treasurer Ron Lander presented John Hopper with a crystal apple in appreciation for his work as an instructor for the apprenticeship program. Hopper, who was one of the original instructors in classroom, hybrid distance learning and online learning, was presented his award at the CAA Palm Springs Convention.



WBFAA UATC
Consultant
Arthur Webster
represented the
Board of Trustees
at the induction
of Dr. Nan Snow
into the California
Apprenticeship Hall
of Fame.







CALIFORNIA AUTOMATIC FIRE ALARM ASSOCIATION

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CAFAA 2014 CALENDAR

June 19	CAFAA Meeting	Irvine
October 9	CAFAA State Agencies	Sacramento
October 10	CAFAA Meeting	Sacramento
December 11	CAFAA Meeting	San Diego

CAFAA Annual Conference

January 29-31, 2015 Hilton Palm Springs www.cafaa.com







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Maryland-DC-Virginia Named 2013 Member Association of the Year

For the fifth time, the MD-DC-VA AFAA was named Member Association of the Year. MD-DC-VA AFAA has continued to thrive and be the go-to organization in their area. They have a strong Board of Directors who stay involved with the association and continue to build relationships with AHJ's and engineering firms in the DC area. Bob Baker is shown accepting the AFAA Member Association of the Year Award from Nominating Committee Chairman, John Chetelat. MD-DC-VA AFAA also has received this award in 1998, 2002, 2004 and 2008.

Three Service Awards were presented:

Bob Baker is shown accepting the AFAA Member Association of the Year Award from Nominating Committee Chairman, John Chetelat. MD-DC-VA AFAA also has received this award in 1998, 2002, 2004 and 2008.





Bill Hopple was nominated by CAFAA



Bob Yerger is shown accepting the award for Ted Leventhal on behalf of the Pennsylvania AFAA, and Jim Mongeau (not shown) received an award for his 9 years of service as an AFAA director.

2014 AFAA Annual Breakfast at NFPA

Wednesday, June 11, 2014 7:00 a.m. - 9:00 a.m. Mandalay Bay Ballroom F

A discussion of what's happening in the fire alarm industry moderated by JackMcNamara, Bosch – AFAA President. Tickets are \$40 per person and are available at www.afaa.org or at Booth 1073 at the NFPA show.

AFAA Transitions to A New Management Team

Effective June 1, AFAA will have a new Administrative Director, Randy Hormann of The Hormann Group. Hormann and his team also manage the Fire Code Academy and CampusFireSafety.com in Columbus, OH. Randy will be responsible for all administrative, sales, marketing and training activities for AFAA. Tom Hammerberg will become the Technical Director and will be responsible for AFAA's Codes & Standards activities as well as industry affairs. He will be at the NFPA show in Las Vegas so be sure to stop by the AFAA booth #1073 to meet him. The new AFAA address will be: 81 Mill Street, Suite 300, Gahanna, OH 43230.



Jack McNamara, incoming AFAA President, gave Jeanne Hammerberg the 1st President's Award for her outstanding work while Office Manager of AFAA. Jeanne is retiring at the end of this month after 11 years with AFAA.

AFAA Seminars

AFAA now has a new NICET prep seminar called "A User's Guide to Simplifying NFPA 72 and the NEC". This is an interactive course designed to help attendees better understand how to use NFPA 72-2013 and the NEC 2011 fire alarm wiring requirements. All NICET fire alarm tests are now updated to the 2013 NFPA 72 and 2011 NEC. For more information, visit www.afaa.org.

AFAA Insurance

AFAA has worked with Willis Insurance for over a year to bring you a Member's Only insurance program guaranteed to save you money. We recently held a webinar to discuss the program. The recorded version as well as applications are available at www.afaa.org. We have policies for Fire Alarm Contractors and one for Security Services Contractors. Find out about this excellent AFAA member benefit. For more information, you can call Dale Wittick with Willis Insurance at 610-260-4342 or email at Dale.Wittick@willis.com

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WESTERN STATES SECURITY ALLIANCE

CALENDAR 2014

Send your events to CAA Mirror: info@caaonline.org

JUNE		
10	Volutone Expo	Van Nuys
10	WAESA Sales Tax Meeting	Kent, WA
12	OCAA Golf Tournament	Orange
17	GLASAA General Meeting	Los Angeles
19	SAAA Boat Cruise	Sacramento
19	. CAFAA Meeting	Irvine
23-27	. ESX NASHVILLE	Nashville, TN
JULY		,
	EBAA General Meeting	Richmond
	WAESA Annual Golf Tournament	
	GVAA General Meeting	
	SVAA General Meeting	
23	SAAA Customer Service Forum	Salita Ciara
		Sacramento
AUGUST		
7	MCAA General Meeting	Fresno
14	GGAA General Meeting	San Francisco
19	GLASAA General Meeting	Los Angeles
21	SAAA Life Style vs. Life Safety	Sacramento
	SDSA Day at the Races	Del Mar
SEPTEM		
9	EBAA General Meeting	Richmond
16	SDSA General Meeting	San Diego
17	OCAA General Meeting	Orange
17-18	WAESA Conference/Tradeshow	Spokane, WA
18	. IEAA General Meeting	Riverside
OCTOBE		
		Los Angeles
9	GLASAA Golf Tournament	Los Angeles
9	GLASAA Golf Tournament	Stockton
9 9 9	GLASAA Golf Tournament	Stockton Sacramento
9 9 9	GLASAA Golf Tournament GVAA General Meeting CAFAA Meeting State Agencies CAFAA General Meeting	Stockton Sacramento Sacramento
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9	GLASAA Golf Tournament GVAA General Meeting CAFAA Meeting State Agencies CAFAA General Meeting SVAA General Meeting RAA General Meeting SAAA Fire Forum BER EBAA General Meeting GGAA General Meeting OCAA General Meeting IEAA General Meeting OCAA General Meeting OCAA General Meeting TEAA General Meeting OCAA General Meeting OCAA General Meeting TEAA General Meeting OCAA Winter Convention GLASAA Holiday Party CAFAA Meeting	StocktonSacramentoSacramentoSanta ClaraWindsorRosevilleRichmondSan FranciscoFresnoOrangeRiversideSan FranciscoLos AngelesSan DiegoSan Diego
9	GLASAA Golf Tournament GVAA General Meeting CAFAA Meeting State Agencies CAFAA General Meeting SVAA General Meeting RAA General Meeting SAAA Fire Forum BER EBAA General Meeting GGAA General Meeting MCAA General Meeting MCAA General Meeting MCAA General Meeting CAA General Meeting GAA General Meeting CAA General Meeting SER CAA Winter Convention GLASAA Holiday Party CAFAA Meeting SDSA Holiday Bash SAAA Holiday Party	StocktonSacramentoSacramentoSanta ClaraWindsorRosevilleRichmondSan FranciscoFresnoOrangeRiversideSan FranciscoLos AngelesSan DiegoSan Diego
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2017 May 3-6Palm Springs Hilton CAFAA Annual Conference

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HINE

Industry Events 2014 - 2015

ESA Professional Groups Kickoff

Reception

June 23, 2014, ESX Nashville, TN

ESA Board of Directors Meeting

June 23, 2014 Nashville, TN

ESA Summer Conference

June 23-27, 2014

Nashville, TN

SIA Government Summit

June 3-4, 2014 Washington, DC

ESX Electronic Security Expo June 24-26, 2014

Nashville, TN

ASIS Annual Meeting

Sept. 29 - Oct. 2 Atlanta, GA

ISC East 2014

November 19-20, 2014 Javits Center, NYC

ISC West 2015

April 15-17, 2015 Sands Expo Las Vegas

SOARING WITH THE EAGLES: Ron Lander has been selected as this year's recipient of the George Weinstock Award for a lifetime of achievement and service to the security industry. He will be honored at the CAA Winter Convention Tribute Dinner to be held on Dec. 5, 2014 at the



BSIS Address and Telephone Numbers

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Web Homepage:	www.dca.ca.gov/bsis



CONTACT THE CAA

California Alarm Association

333 Washington Blvd., Suite 433, Marina del Rey, CA 90292

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THE MIRROR PAGE 54 JUNE 2014

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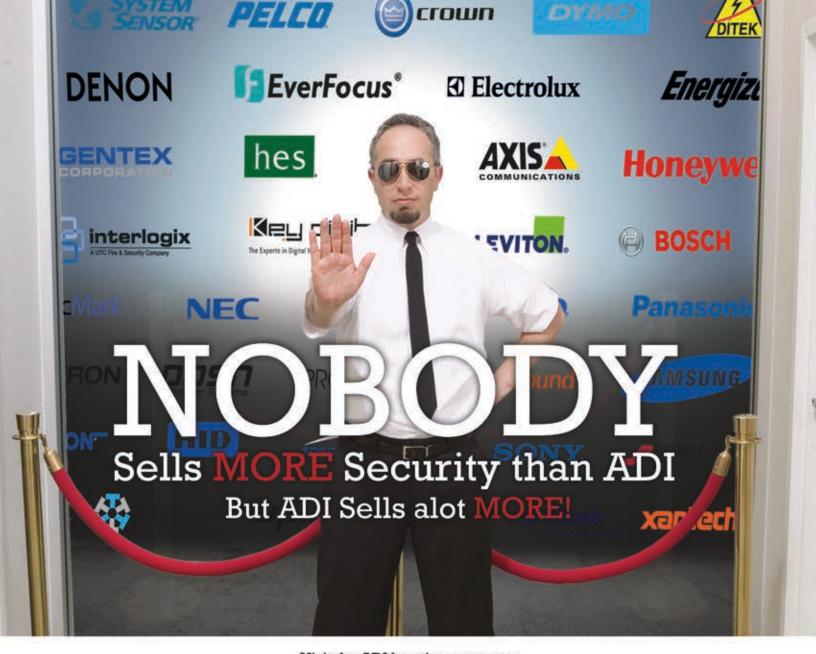


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